

It is utterly impossible to name the classes which have done useful work and made beneficial sacrifices only, and the other classes which have been idle burdens and mischief makers only. All that has been done has been done by all. It is evident that no other view than this can be rational and true, for one reason because the will and intention of the men of to-day in what they do has so little to do with the consequences to-morrow of what they do. The notion that religion, or marriage, or property, or monarchy, as we have inherited them, can be proved evil, or worthy of condemnation and contempt on account of the selfishness and violence interwoven with their history, is one of the idlest of all the vagaries of the social philosophers.

57. The common man. Every civilized society has to carry below the lowest sections of the masses a dead weight of ignorance, poverty, crime, and disease. Every such society has, in the great central section of the masses, a great body which is neutral in all the policy of society. It lives by routine and tradition. It is not brutal, but it is shallow, narrow-minded, and prejudiced. Nevertheless it is harmless. It lacks initiative and cannot give an impulse for good or bad. It produces few criminals. It can sometimes be moved by appeals to its fixed ideas and prejudices. It is affected in its mores by contagion from the classes above it. The work of "popularization" consists in bringing about this contagion. The middle section is formed around the mathematical mean of the society, or around the mathematical mode, if the distribution of the subdivisions is not symmetrical. The man on the mode is the "common man," the ^E< average man," or the "man in the street."

Between him
and the democratic political institutions — the
pulpit, the news-
papers, and the public library — there is a
constant reaction by
which mores are modified and preserved. The aim
of all the
institutions and literature in a modern state is to
please him.
His aim is to get out of them what suits him. The
yellow news-
papers thrive and displace all the others because
he likes them.
The trashy novels pay well because his wife and
daughters like
them. The advertisements in the popular
magazines are ad-
dressed to him. They show what he wants. The "
funny items "